WHAT IS CLAIMED IS:

1   1. A method of generating return targets for potential real estate deals,

2   comprising:

3   determining a collateral type associated with a potential real estate

4   deal;

5   receiving supplemental deal information associated with the potential

6   real estate deal; and

7   automatically generating a return target for the potential real estate

8   deal based on the collateral type and the supplemental deal information.

1   2. The method of claim 1, wherein the potential real estate deal

2   comprises one of: (i) a debt deal, and (ii) an equity deal.

1   3. The method of claim 1, wherein the potential real estate deal

2   comprise a debt deal, said determining further comprises determining loan-to-

3   value information associated with the potential real estate deal, and said

4   generating is further based on the loan-to-value information.

1   4. The method of claim 1, wherein the potential real estate deal is

2   associated with at least one of: (i) a commercial real estate property, (ii) a

3   commercial real estate portfolio, (iii) a loan, (iv) a mortgage, (v) a commercial

4   mortgage backed security, (vi) a leveraged equity deal, (vii) a full equity

5   purchase, and (viii) an adjustment to an existing real estate deal.

1   5. The method of claim 1, wherein the supplemental deal information

2   comprises at least one of: (i) a risk characteristic, (ii) deal size information, (iii)

3   deal term information, (iv) a number of properties, (v) collateral quality

4   information, (vi) a risk rating, (vii) lockbox information, (viii) sweep trigger

5   information, (ix) rate cap information, (x) customer information, (xi) earn-out

6   information, (xii) subordinated debt information, (xiii) interest reserve

7   information, (xiv) renovation information, (xv) ground lease information, (xvi)

8   portfolio cross-collateralization information, (xvii) credit tenant information,

9   (xviii) annual rollover information, (xix) leverage information, (xx) development

10   deal information, and (xi) partnership structure information.

1   6. The method of claim 1, wherein the return target comprises at least

2   one of: (i) a return on investment value, (ii) a net income value, (iii) an internal

3   rate of return value, and (iv) a loan spread value.

1   7. The method of claim 1, wherein said generating is performed via a

2   rule-based system.

1   8. The method of claim 7, further comprising:

2   creating the rule-based system in accordance with a statistical analysis

3   of prior real estate deal information.

1   9. The method of claim 8, wherein said creating comprises:

2   creating the rule-based system in accordance with at least one of: (i)
3 risk characteristics and approved return values for a plurality of prior real
4 estate deals, and (ii) expert information.

1   10. The method of claim 7, further comprising:

2   validating the rule-based system with additional prior real estate deal
3 information.

1   11. The method of claim 1, wherein said generating comprises:

2   determining a base return target for the potential real estate deal;

3   increasing the base return target in accordance with at least one risk
4 adder; and

5   decreasing the base return target in accordance with at least one risk
6 mitigant to generate the return target for the potential real estate deal.

1   12. The method of claim 1, further comprising:

2   transmitting an indication of the return target to a deal originator device
3 via a communication network.

1   13. The method of claim 12, wherein the deal originator device
2 comprises at least one of: (i) a personal computer, (ii) a portable computing
3 device, and (iii) a telephone device.

1   14. The method of claim 12, wherein the communication network

2   comprises at least one of: (i) the Internet, (ii) an intranet, (iii) a public network,

3   (iv) a public switched telephone network, (v) a proprietary network, (vi) a

4   wireless network, and (vii) a local area network.

1   15. A computer-implemented method of generating target loan

2   spreads for potential commercial real estate debt transactions, comprising:

3   determining a collateral type associated with a potential commercial

4   real estate transaction;

5   determining a loan-to-value ratio associated with the potential

6   commercial real estate transaction;

7   determining a base loan spread in accordance with the collateral type

8   and loan-to-value ratio;

9   receiving supplemental transaction information from a deal originator

10   device;

11   increasing the base loan spread in accordance with at least one risk

12   adder;

13   decreasing the base loan spread in accordance with at least one risk

14   mitigant to generate a target loan spread for the potential real estate deal; and

15   transmitting an indication of the target loan spread to the deal originator

16   device via a communication network.

1   16.   A deal controller, comprising:

2   a processor; and

3   a storage device in communication with said processor and storing
4   instructions adapted to be executed by said processor to:

5   determine a collateral type associated with a potential real
6   estate deal,

7   receive supplemental deal information associated with the
8   potential real estate deal, and

9   automatically generate a return target for the potential real
10   estate deal based on the collateral type and the supplemental deal
11   information.

1   17.   The deal controller of claim 16, wherein said storage device further
2   stores at least one of: (i) a prior deal database, and (ii) a potential deal
3   database.

1   18.   The deal controller of claim 16, wherein said processor is further
2   coupled to a communication device adapted to communicate with at least one
3   of: (i) a deal originator device, and (ii) another deal controller.

1   19.   A medium storing instructions adapted to be executed by a
2   processor to perform a method of generating return targets for potential real
3   estate deals, said method comprising:

4   determining a collateral type associated with a potential real estate

5   deal;

6   receiving supplemental deal information associated with the potential

7   real estate deal; and

8   automatically generating a return target for the potential real estate

9   deal based on the collateral type and the supplemental deal information.

1   20. A method of facilitating origination of real estate deals, comprising:

2   providing to a deal controller a collateral type associated with a

3   potential real estate deal;

4   providing to the deal controller supplemental deal information

5   associated with the potential real estate deal; and

6   receiving from the deal controller an automatically generated return

7   target, the return target being based on the collateral type and the

8   supplemental deal information.